

**DEPARTMENT OF ADMINISTRATION
PROCUREMENT DIVISION
RECOMMENDATION OF AWARD**

TO: Kathy Harrington

FROM: Melissa Vargo

DATE: 06/18/2009

EST. AMOUNT: \$89,944.00

REQ: ASA9-9-94

OVER 10% OF ESTIMATE

YES: ___ NO: X ___

AGENCY: All State Agencies

DESCRIPTION: Parts Washers

TOTAL NUMBER OF SOLICITED VENDORS: 663

TOTAL NUMBER OF INDIANA FIRMS SOLICITED: 269

TOTAL NUMBER OF MINORITY & WOMAN VENDORS SOLICITED: MBE 34 WBE 34

SMALL BUSINESS SET-A-SIDE: N/A

RECYCLED PRODUCTS SOLICITED: N/A

SECRETARY OF STATE: Harms Supply and State Industrial Products are registered. Gray Mills was not registered at the time of the bid, but has since registered with the Indiana Secretary of State

SAVING AMOUNT OF SPLIT: N/A

MINORITY BUSINESS PARTICIPATION: No if yes, percentage(s) ___ award amount: \$ ___

WOMAN-OWNED BUSINESS PARTICIPATION: No if yes, percentage(s) ___ award amount: \$ ___

Round 1

QUOTE/BIDS WERE RECEIVED FROM THE FOLLOWING VENDORS:

<u>VENDOR</u>	<u>AMOUNT</u>	<u>INDIANA</u> <u>FIRM</u>	<u>PREFERENCE</u> <u>CLAIMED</u>	<u>BUY</u> <u>AMERICAN</u>	<u>EVAL.</u> <u>AMOUNT</u>	<u># OF NO</u> <u>BIDS</u>
1. State Industrial Products	\$15,897.50	N	None	Y	\$15,897.50	38 of 44
2. Harms Supply	\$69,778.83	Y	ISB 15%	Y	\$59,312.01	8 of 44
3. Graymills	\$79,690.90	N	None	Line 4-44	\$79,690.90	7 of 44

Round 2

QUOTE/BIDS WERE RECEIVED FROM THE FOLLOWING VENDORS:

<u>VENDOR</u>	<u>AMOUNT</u>	<u>INDIANA</u> <u>FIRM</u>	<u>PREFERENCE</u> <u>CLAIMED</u>	<u>BUY</u> <u>AMERICAN</u>	<u>EVAL.</u> <u>AMOUNT</u>	<u># OF NO</u> <u>BIDS</u>
1. State Industrial Products	\$15,897.50	N	None	Y	\$15,897.50	38 of 44
2. Harms Supply	\$69,592.83	Y	ISB 15%	Y	\$59,153.91	8 of 44
3. Graymills	\$76,948.20	N	None	Line 4-44	\$76,948.20	7 of 44

Specifications: Specifications were satisfactory.

Delays: N/A

Preferences: State Industrial Products, Graymills and Harms Supply all claimed the US Manufactured preference. Graymills did not bid US Manufactured on the first three line items. Harms Auto Supply claimed the Indiana Small Business Preference. This did not affect the award.

Recommendation Narrative:

Round One

Out of the responding vendors, no one bid on items 5, 9, 34, 38, 42 and 43. These items will be removed from further evaluation. After reviewing all bid packages we decided that it would be in the State's best interest to remove line item 44, for service, as well. A survey went out to State Agencies, most replied back stating they could service their own Parts Washers. State Industrial Products met all required specifications in Round One for the items 1, 2, 3, 4, 30 and 44. State Industrial Products was moved on to Round two. Graymills met all required specifications on the items they bid on in Round one and were moved on to Round two. Harms Supply met all required specifications on the line items they bid on except on line item 3. After checking with the manufacturer, the filter Harms Supply bid fits the 16 gallon drum mount units only. All other items Harms Supply bid on were moved onto Round two. Graymills was low on all items except #19 with Harms Supply being the lowest.

Round Two

State Industrial Products did not respond to the Target Pricing that was sent out. Their pricing will remain the same. State Industrial Products only bid on line items 1, 2, 3, 4 and 30. They were the third lowest bidder for these items. Harms Supply was unable to lower their pricing. However because line item three did not meet specifications as stated in Round One, the above listed amount for Harms Supply in Round Two reflects the cost of line item three removed. Harms Supply was the second lowest bidder on the items they bid on. Graymills was the lowest bidder on the items they bid on with exception to line # 19, but still recommend due to only \$176.53 savings. Graymills bid foreign manufactured products on line item 1-3. I am requesting an exception to the US Manufactured Preference as allowed by IC5-22-15-21 (c) (2) due to substantial savings. The total savings for these line items would be \$2,402.00 or 58%. Vendors bid different sizes on line item 1 & 2. I've calculated line item 1 and 2 on one gallon. On line #1 Graymills is \$11.44 per gallon and State Industrial Products is \$35.25 per gallon. On line item #2, Graymills is \$8.58 per gallon and State Industrial Products is \$23.25 per gallon. On line item #3 Graymills is \$50.40 and State Industrial Products is \$108.00. State Industrial Products was the only other vendor to bid on these items. Harms Supply bid on item 3, but did not meet specifications. I recommend awarding Graymills.

Fair & Reasonable Pricing: Pricing is fair and reasonable based on open competition

Split Award: N/A

Sole Source: NA

Savings to the State of Indiana through negotiated bidding is \$2,742.70 or 4% of original bid

Award Recommendation:

VENDOR

Graymills

ITEMS

1-4, 6-8, 10-33

35-37, 39-43

AMOUNT

\$76,948.20

Melissa Vargo 7/31/09
Procuring Agent/Procurement Division/Date

Jessie Deaton-Ruse
Approval/Date

Round 1

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Vendor	line #23	line #24	line #25	line #26	line #27	line #28	line #29	line #30	line #31	line #32	line #33
Harms Auto											
Supply	\$1,416.93	\$1,198.80	\$1,392.67	\$616.80	\$1,416.93	\$1,198.80	\$1,392.67	\$616.80	\$1,416.93	\$1,198.80	\$1,392.67
Gray Mills	\$1,058.25	\$897.00	\$1,038.75	\$442.00	\$1,058.25	\$897.00	\$1,038.75	\$442.00	\$1,058.25	\$897.00	\$1,038.75
State											
Industrial Products	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$1,497.00	No Bid	No Bid	No Bid

[illegible]

